



**SONOCO**  
**INSTITUTE**  
CLEMSON® UNIVERSITY

## **Paperboard Packaging Seminar**

Location: Harris A. Smith Auditorium

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Day 1

**12:00 Lunch**

**1:00 Program Overview and Introductions, Safety First, AntiTrust**

**VIRGIN PAPERBOARD: Who Makes What?**

**Grade Definitions: SBS/CUK/SUS/ HYBRIDS**

**Why Virgin vs. Recycled**

**Industry Specific Certifications Review**

**Product Quality Control**

**Environmental Bullet Points**

**Virgin Fiber: From the Tree to the Table**

**Key Physical Properties: MD/CD, Stiffness, Etc...**

**Surface Characteristics**

**Specialty Coating, Technical Requirements, Printing**

**4:00 End of Day**

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## Day 2

**8:00 Q/A Follow Up**

**RECYCLED FIBER PAPERBOARD: Who Makes What?**

**Grade Definitions: CRB,URB,CCNB,COIL, T&C**

**Why Recycled vs. Virgin**

**Industry Specific Certifications Review**

**Recycled Fiber: From Trash to Treasure**

**Key Physical Properties: MD/CD, Stiffness, Etc...**

**Surface and Physical Characteristics**

**Specialty Coatings: On/Off Machine Capabilities**

**11:00 Sonoco Institute Tour and Lunch**

**12:30 The Subcontractor and Paper Broker World**

**Paperboard Import Grades and Characteristics**

**The State of the Paperboard World Today**

**Paperboard vs. Plastics**

**Do Consumers Care about Packaging Today?**

**The Disappearing Paperboard Converter**

**FSC-SFI-PEFC-CNA-PCW**

**FDA Compliance: What does it Mean?**

**EPR: What is it? Why you need to be aware of it?**

**What's Next for the Paperboard Market?**

**Slicing up the Pie into Bigger/Fewer Pieces**

**BONUS: Paperboard/Packaging Sales 101**

**Open Forum Q/A**

**4:00 End of Day**